Rosie's House: A Music Academy for Children, Inc.
Financial Statements
for the Year Ended June 30, 2020

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Financial Statements Year Ended June 30, 2020

ROSIE'S HOUSE: A MUSIC ACADEMY FOR CHILDREN, INC. YEAR ENDED JUNE 30, 2020

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INDEPENDENT AUDITOR'S REPORT

The Board of Directors

Rosie's House: A Music Academy for Children, Inc.

Report on Financial Statements

We have audited the accompanying financial statements of Rosie's House: A Music Academy for Children, Inc. (Organization) which comprise the statement of financial position as of June 30, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Heinfeld Meech & Co. PC

Heinfeld, Meech & Co., P.C. Phoenix, Arizona November 6, 2020

ROSIE'S HOUSE: A MUSIC ACADEMY FOR CHILDREN, INC. STATEMENT OF FINANCIAL POSITION JUNE 30, 2020

Assets

Current Assets		
Cash and cash equivalents	\$	593,370
Prepaid expenses		12,445
Beneficial interest in assets held by others		10,472
Total Current Assets		616,287
Other Assets		
Deposits		1,520
Certificates of Deposit	_	120,318
Total Other Assets	_	121,838
Noncurrent Assets		
Property and equipment (net of accumulated depreciation of \$296,307)		191,884
Total Noncurrent Assets	_	191,884
Total Noncultent Assets	_	191,004
Total Assets	\$	930,009
	=	
<u>Liabilities</u>		
Current Liabilities		
Accounts payable	\$	2,119
Accrued payroll and benefits		9,990
Total Current Liabilities		12,109
Net Assets		
Tet Assets		
Without donor restrictions		
Undesignated	\$	691,628
Designated by the board		10,472
With donor restrictions		
Time restricted		20,000
Purpose restricted		195,800
•	_	
Total Net Assets		917,900
	_	
Total Net Assets and Liabilities	\$_	930,009

ROSIE'S HOUSE: A MUSIC ACADEMY FOR CHILDREN, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020

		Without Donor Restrictions		With Donor Restrictions	Total
Revenues, support and gains					
Contributions	\$	472,004	\$	201,000 \$	673,004
Donated instruments		17,725			17,725
PPP loan forgiveness		72,500			72,500
Grants		258,247		20,000	278,247
Investment returns, net		4,169			4,169
Donated facilities		40,000			40,000
Miscellaneous income		199			199
Net assets released from restrictions	_	105,200	_	(105,200)	
Total revenues, support and gains	_	970,044	. <u>-</u>	115,800	1,085,844
<u>Expenses</u>					
Program services		606,054			606,054
Management and general		105,772			105,772
Fundraising	_	212,007	_		212,007
Total expenses	_	923,833	_		923,833
Change in net assets		46,211		115,800	162,011
Net assets, beginning of year	_	655,889	_	100,000	755,889
Net assets, end of year	\$_	702,100	\$ _	215,800 \$	917,900

ROSIE'S HOUSE: A MUSIC ACADEMY FOR CHILDREN, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020

	Program		Ma	nagement				
	Services		s & General		Fundraising		Total	
Salaries	\$	380,548	\$	51,362	\$	72,236	\$	504,146
Benefits		20,584		6,344		3,017		29,945
Payroll taxes		28,600		4,063		5,061		37,724
Professional fees		14,883		12,148		84,069		111,100
Program supplies		11,771						11,771
Office expenses		8,212		2,299		9,239		19,750
Telephone		4,967		1,360		680		7,007
Conferences, conventions, & meetings		529		287		37		853
Travel		3,954						3,954
Depreciation		36,118		1,797				37,915
Occupancy		30,815		8,818		367		40,000
Postage and shipping		1,537		796		4,624		6,957
Insurance		7,571		2,183		1,159		10,913
Utilities		26,820		8,404		330		35,554
Marketing and public relations		12,275		4,305		26,920		43,500
Miscellaneous		16,870		1,606		4,268		22,744
Total expenses by function	\$	606,054	\$	105,772	\$	212,007	\$	923,833

ROSIE'S HOUSE: A MUSIC ACADEMY FOR CHILDREN, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2020

Cash Flows From Operating Activities:

Change in net assets	\$	162,011
Adjustments to reconcile change in net assets to		
net cash provided by operating activities:		
Depreciation		37,915
Donated instruments		(17,725)
(Gain) loss on disposal of assets		1,632
Unrealized gain (loss)		(481)
Decrease (increase) in prepaids		(10,417)
Decrease (increase) in deposits		(1,520)
Increase (decrease) in accounts payable		97
Increase (decrease) in payroll liabilities	_	(3,942)
Net cash provided by operating activities	_	167,570
Cash flows from investing activities:		
Investment income/loss		(711)
Proceeds from sale of assets		1,000
Purchase of property and equipment	_	(10,288)
Net cash provided by/used for investing activities	_	(9,999)
Net increase in cash and cash equivalents		157,571
Cash and cash equivalents, beginning of year	_	435,799
Cash and cash equivalents, end of year	\$_	593,370

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Rosie's House: A Music Academy for Children, Inc. (Organization) is a private, nonprofit organization formed in 1996. The Organization was established to provide music education and enrichment to children and youth from low-income families in the Phoenix area. Each student is provided with a loaned instrument and receives cost-free, individualized music instruction by professional music educators. The Organization's music education program enables students to build confidence and self-esteem, to experience personal success, and to develop the social skills necessary to become a responsible and productive member of the community.

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Basis of Presentation

The financial statements of the Organization have been prepared in conformity with accounting principles generally accepted in the United States of America as applied to not-for-profit entities. The Financial Accounting Standards Board (FASB) is the accepted standard-setting body for establishing not-for-profit accounting and financial reporting principles. The Organization is required to report information regarding its financial position and activities according to two classes based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified as follows:

Net assets without donor restrictions – Net assets that are not subject to donor-imposed stipulations.

Net assets with donor restrictions – Net assets subject to donor-imposed stipulations. Donor restrictions are temporary in nature; those restrictions will be met either by actions of the Organization and/or the passage of time. Currently, there are no donor restrictions that are perpetual in nature.

Donor-restricted contributions are reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions.

Use of Estimates

In preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, the Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Investments

The Organization reports investments at fair value. Net investment income return is reported in the Statement of Activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less investment expense.

Concentrations of Credit and Market Risk

Financial instruments that potentially expose the Organization to concentrations of credit and market risk consist primarily of cash equivalents and investments. The Organization maintains its cash and cash equivalents in bank deposit accounts, which, for short periods of time, may exceed federally insured limits. At year end, the carrying amount of the Organization's deposits was \$593,370 and the bank balance was \$597,060. At year end, \$343,082 of the Organization's deposits were uninsured and uncollateralized. To minimize risk, cash accounts are maintained at high-quality financial institutions and credit exposure is limited to any one institution.

Revenue Recognition

Contributions and Grants. The Organization recognizes contributions and grants when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises to give - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met. The Organization did not have any conditional promises to give at June 30, 2020.

Property and Equipment

All acquisitions of property and equipment with a cost in excess of \$500 and all expenses for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Donated instruments, office furniture, and other equipment with an appraised value of \$25 or more are also capitalized at the appraised value. Depreciation is computed using the straight-line method over the estimated useful lives of the respective assets, ranging from 10 years for instruments and 5 to 10 years for all other property. Depreciation expense for the current fiscal year was \$37,915.

The Organization reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. Management does not believe impairment indicators are present.

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Beneficial Interest in Assets Held by Community Foundation

The Organization has established an endowment fund that is perpetual in nature with the Arizona Community Foundation (ACF) and named the Organization as the beneficiary. The fund is held and invested by ACF for the Organization's benefit and is reported at fair value in the statements of financial position, with distributions and changes in fair value recognized in the statements of activities.

Donated Services and In-Kind Contributions

Donations of property and equipment are recorded as contributions at fair value at the date of donation. Such donations are reported as increases in net assets without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as increases in net assets with donor restrictions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service. The Organization reclassifies net assets with donor restrictions to net assets without restrictions at that time.

Volunteers contribute significant amounts of time to the Organization's program services, administration, and fundraising activities; however the financial statements do not reflect the value of these contributed services because they do not meet recognition criteria prescribed in generally accepted accounting principles.

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Activities and in the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

Expense	Method of Allocation
Salaries and benefits	Time and effort
Occupancy	Square footage

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Advertising

The Organization uses advertising to promote its programs among the audiences it serves. The production costs of advertising are expensed as incurred. During the current fiscal year, advertising costs totaled \$22,299.

Income Tax Status

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and similar State of Arizona tax provisions. The Organization's Form 990, *Return of Organization Exempt from Income Taxes*, is generally subject to examination by the Internal Revenue Service for three years after the date filed.

New Accounting Pronouncement

During the fiscal year, the Organization adopted Accounting Standards Update (ASU) 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 958). The update clarifies and improves the scope and accounting guidance for contributions received and contributions made. The amendments in this update should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional.

Analysis of the provisions of this standard resulted in no significant changes in the way the Organization recognizes revenue, and therefore no changes to the previously issued audited statements were required on a retrospective basis. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

Date of Management's Review

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through November 6, 2020, which is the date the financial statements were available to be issued.

NOTE 2 – CERTIFICATES OF DEPOSIT

Certificates of deposit maturing in less than one year were \$120,318 at fiscal year end.

Certificates of deposit are reported at cost plus accrued interest which approximates fair value. The certificates bear interest at 1.734 percent.

NOTE 3 – LIQUIDITY AND AVAILABILITY

The following represents the Organization's financial assets at fiscal year end:

Financial assets at year end:	
Cash and cash equivalents	\$ 593,370
CDs maturing in less than one year	120,318
Total financial assets	 713,688
Less amounts not available to be used within one year:	
Net assets with donor restrictions	215,800
Less: Net assets with time restrictions to be met in less than a year	(215,800)
Financial assets available to meet general expenditures over the next	
twelve months	\$ 713,688

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Organization's goal is to maintain cash in its operating account below the FDIC insured amount of \$250,000. As part of its liquidity plan, excess cash is invested in a high-yield saving account and certificates of deposit. The Organization has a \$113,000 credit line available to meet cash flow needs. The line of credit matures on April 26, 2021. The interest rate is two percent, with interest due monthly and principal due upon maturity. No funds were borrowed under this agreement during the fiscal year.

NOTE 4 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

Fair value is defined as the price that the Organization would receive to sell an asset or pay to transfer a liability in an orderly transaction between market participants at the measurement date.

Accounting standards establish a three-tier fair value hierarchy that prioritizes the inputs to valuation techniques. Inputs refer broadly to the assumptions that market participants use to make valuation decisions, including assumptions about risk. Observable inputs are those that reflect the assumptions that market participants would use in pricing the asset and are based on market data obtained from independent sources. Unobservable inputs reflect the Organization's assumptions about the inputs market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. The three-tier hierarchy of inputs is summarized in the three broad levels listed below:

Level	l: (Juoted	prices	in act	ive mai	kets fo	or id	entical	investments.
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Level 2: Quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in inactive markets, inputs other than quoted prices that are observable for the asset or liability.

Level 3: Unobservable inputs for the asset or liability.

NOTE 4 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

The level of fair value hierarchy within which a fair value measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

Fair Values Measured on Recurring Basis

Fair values of assets measured on a recurring basis at year end are as follows:

	Hierarchy Level	Fa	air Value
Investments			
Certificates of deposit	Level 1	\$	120,318
Contribution receivable – Beneficial Interest in			
Assets held by Community Foundation	Level 3		10,472
Total assets		\$	130,790

The following methods and assumptions were used to estimate the fair value for each class of financial instrument measured at fair value.

Investments – Fair values for investments are determined by reference to quoted market prices and other relevant information generated by market transactions.

Beneficial Interest in Assets held by Community Foundation (ACF) – Fair values for these assets are based on the endowment fund balance as reported by ACF at fiscal year end. Endowment fund balances, which are determined by ACF quarterly, are the price at which the Organization can withdraw assets from the Foundation.

The Organization recognizes transfers into and out of levels within the fair value hierarchy at the end of the reporting period. There were no transfers between levels during the current fiscal year.

Assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3 inputs) are as follows:

	Assets Held by		
	Community		
	Fo	undation	
Beginning of year	\$	11,353	
Investment loss, net		(94)	
Amounts appropriated for expenditure		(787)	
End of year	\$	10,472	

NOTE 5 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following.

Instruments	\$ 440,377
Vehicles, furniture and equipment	47,814
Total property and equipment	 488,191
Less: Accumulated depreciation and amortization	(296,307)
Net property and equipment	\$ 191,884

NOTE 6 - ENDOWMENTS

The Organization's endowment consists of funds designated by the Board to function as endowments. The principal of the fund may be invaded upon request of a majority of the Organization's Board of Directors and upon approval of the Arizona Community Foundation's Board of Directors. As required by generally accepted accounting principles (GAAP), net assets associated with endowment funds, including funds designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

All endowment funds are invested with the Arizona Community Foundation (ACF), and as such the Foundation follows the investment strategy as dictated by ACF. Endowment funds are invested in ACF's Long Term Diversified Pool, the objective of which is to grow capital long term through a highly-diversified portfolio designed to reduce public market volatility through diversification and enhance returns through private market investments.

Changes in Endowment Net Assets as of year end:

Without		
Donor		
Re	estriction	
\$	11,353	
	(94)	
	(787)	
\$	10,472	

NOTE 7 – PAYCHECK PROTECTION PROGRAM (PPP) LOAN

The Organization received approval for a Payroll Protection Program (PPP) loan under the CARES Act on April 3, 2020. The loan will be fully forgiven if the funds are used for payroll costs, interest on mortgages, rent, and utilities within 24 weeks of loan approval (at least 60% of the forgiven amount must be used for payroll). Loan payments will also be deferred for ten months, however interest will continue to accrue. Neither the government nor lenders will charge any fees for the loans. Forgiveness is based on the Organization maintaining or quickly rehiring employees and maintaining salary levels. Forgiveness will be reduced if full-time headcount declines, or if salaries and wages decrease. Recipients must also comply with certain Small Business Administration (SBA) requirements and make certain certifications. PPP loans have a maturity of five years, an interest rate of 1% if not forgiven, and no prepayment penalty.

The Organization intends to seek forgiveness of the PPP loan, therefore the loan is considered a cost-reimbursement grant from the Federal government for which revenue is recognized when qualifying expenses are incurred. The Organization originally received \$82,500 for the PPP loan, but later returned \$10,000 after being approved for the Economic Injury Disaster Loan grant. As a result, the Organization recognized \$72,500 of revenue for the PPP loan forgiveness during the year.

The Organization must complete and submit a loan forgiveness application to the lender in order to receive loan forgiveness. Upon receipt of the loan forgiveness application the lender will determine if the Organization is entitled to forgiveness of some or all of the loan amount. The lender has 60 days from the receipt of the application to issue a decision to the SBA. As of November 6, 2020 the lender has approved the loan forgiveness application and issued its decision to the SBA.

The Organization must retain all records relating the PPP loan, including documentation necessary to support the loan forgiveness application and documentation supporting material compliance with program requirements. The Organization must retain all documentation for six years after the loan is forgiven. The loan forgiveness is subject to audit and adjustment by the SBA. Any ineligible loan amounts may result in the SBA requiring the Organization repay the loan forgiven in part, or in whole.

NOTE 8 – NET ASSETS

Net assets with donor restrictions were as follows:

Specific purpose	
To pay for a new facility	\$ 195,800
Passage of Time	
Piper Foundation	20,000
Total	\$ 215,800

Net assets released from donor restrictions are as follows:

Satisfaction of purpose restrictions	
Campaign for a new facility	\$ 55,200
Satisfaction of time restrictions	
Piper Foundation	50,000
Total	\$ 105,200

NOTE 9 – OPERATING LEASE COMMITMENTS

In June 2020, the Organization entered a noncancelable operating lease with a term of six months to rent office space. Total rent expense incurred under operating leases totaled \$354 during the fiscal year. Future minimum rental payments required under the operating lease at year end totaled \$8,766.

NOTE 10 – DONATED SERVICES

The fair value of donated services included as contributions in the financial statements and the corresponding program expenses for the current year ended is as follows:

Instruments	\$ 17,725
Facility	40,000
Total	\$ 57,725

NOTE 11 – COMMITMENTS AND CONTINGENCIES

The Organization is subject to certain loss contingencies, such as litigation, arising in the normal conduct of its activities. In the opinion of management, the liability, if any, for such contingencies will not have a material effect on the Organization's financial position.

NOTE 12 – EMPLOYEE BENEFIT PLAN

The Organization has a 401(k) plan available to all employees, who can elect to participate in a tax-deferred plan or Roth plan. Employees may make contributions to the plan up to the maximum amount allowed by the Internal Revenue Code if they wish. At the Organization's discretion, employer contributions can be given to employees who have completed at least 320 service hours during the plan year and were still employed at the end of the plan year. No employer contributions were made during the fiscal year ended June 30, 2020.